

Federal Market Dialogue

J.P. Richard
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1992 INPUT Federal Programs

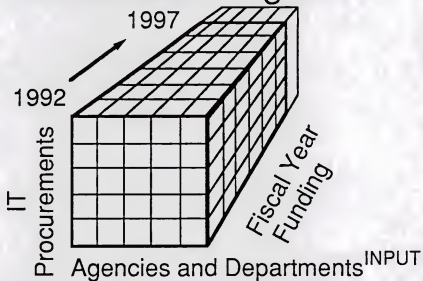
- Federal Information Technology Market Program
 - Market analysis/forecast
- Federal Information Technology Procurement Program
 - Opportunity identification

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FG-204

Notes

Federal Information Technology Procurement Program



FG-205

Notes

5/29/92

Market Program

- Recently published reports
 - CIM
 - DISA
 - Telecommunications
 - Computer Security
 - EDI
 - Software and Services

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FG-206

Notes

Market Program

- Current research
 - High-Performance Computing
 - Downsizing
 - Recompete Practices
 - P.S. Pricing Practices
 - Software Reuse
 - Re-engineering

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FG-207

Notes

Market Program

- Five-year forecast
- Hotline support
- Research bulletins
- Information Center
- Breakfast meetings
- Conference

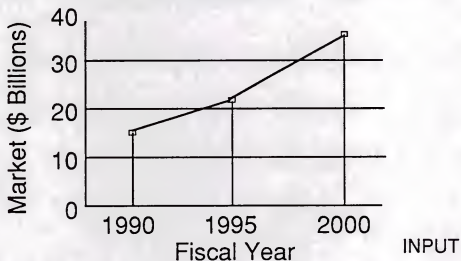
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Notes

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Federal Information Technology Market Program



FG-209

Notes

5/29/92

Procurement Program

- PAR reports
- PAR date base
- Hotline support
- FOIA
- Teaming searches
- Information Center
- Breakfast meetings
- Conference
- Research bulletins

FG-210

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Notes

Information Center

- All FY 1992 agency budget data
- Agency long-range plans
- GAO reports
- Competitive information
- Selected RFPs
- Other reference material

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FG-211

Notes

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Briefings and Conferences

- Breakfast briefings
 - March
 - July
 - September
 - December
- FITMP Conference—June
- Joint Conference—October

FG-212

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Notes

User Council Recommendations

- Increased PAR coverage
- Contract awards data base
- “Expert” referral service
- PAR/Information Center update by fax
- Federal vendor profiles

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FG-213

Notes

Jean-Paul Richard

Principal Consultant

PROFILE

CAPABILITIES

- Mr. Richard has 23 years of experience in the data processing industry. He has served as a systems analyst and has held management positions in marketing, field and headquarters sales, as well as strategic planning.
- Mr. Richard directs the Outsourcing Information Systems Program at INPUT. His skills and experience are utilized in both the Federal, Systems Integration, and Outsourcing Programs.

BACKGROUND

- Mr. Richard was the primary author of the *Buyer Issues and Alternatives* report, published in 1991 as part of INPUT's Systems Operations Program. He continues his research and analysis of the U.S. outsourcing market.
- Prior to joining INPUT, Mr. Richard served as a program manager at Boeing Computer Services, emphasizing acquisition of federal government business. At General Electric Information Services, he held positions as manager of sales planning and sales administration. He also managed commercial sales and marketing offices in Canada and France for General Electric Information Services.
- Mr. Richard began his data processing career as a systems analyst in a manufacturing environment. He moved to a client services environment dealing with a range of firms from insurance companies to chemical manufacturers.

EDUCATION

- B.S., Chemistry, Northeastern University, Boston, Massachusetts
- M.S., Industrial Management, Sloan School, MIT, Cambridge, Massachusetts

